



## **Cootes Transport Choose Xmotion Mobility To Further Streamline Deliveries**

**Melbourne, Australia - 8 May** – Cootes Transport Group, part of the growing International Energy Services Group (“IES”), has selected Xmotion® Transporta to further refine their established delivery processes and offer an enhanced level of service to their customer base. Cootes Transport Group is the market leader in delivery of LPG and fuels across Australia, and provides the most modern fleet of vehicles and up to date information systems. The LPG and fuels industry are traditionally a highly reactive market based on changing volumes of products required and influenced based on factors such as retail marketing, holiday events and seasonal factors. Additionally, demand has risen steeply based on the Government rebate to switch to LPG. Sales of LPG have risen over 8% while retail based storage levels have not kept pace. This places high demand on timely and efficient delivery cycles to ensure availability of products to retail outlets and commercial clients.

Key clients of Cootes Transport Group include blue-chip companies such as Shell, BP, Caltex, ExxonMobil, Elgas and Origin Energy. As a market leader, Cootes Transport Group is continually striving to provide better service capabilities for their clients. The addition of the mobility solution now provides real-time information about the status of deliveries, greater accuracy in deliveries and rapid turn-around of information to their customer base. “To date, our operations have benefited from our years of experience, continual investment in equipment and refined business processes. The addition of the mobility solution now allows us to take those processes and automate them which will provide Cootes and our customer base with an unparalleled level of service. Traditional paperwork has always been a part of transport and our Xmotion mobility solution will allow us to remove this burden. Technology will be a key differentiator moving forward and Cootes will continue to invest in mobility and add key functionality such as location based services through GPS” commented Greg Niven, General Manager.

Cootes Transport Group selected Xmotion® Transporta after a thorough market investigation of mobility products that could potentially suit their diverse, enterprise based business needs. Xmotion® Transporta which is based on the Xmotion Mobility Platform offered a common base for mobility solutions and provided the management, scalability and flexibility to grow with the expansion of the IES Group. The solution implemented allows real-time dispatch of delivery information to mobile devices in the fleet of 380 vehicles along with real-time status of the jobs in progress. Information is directly integrated to the Freight2020 transport management system which provides the operational capability for Cootes Transport Group. Key information is available in real-time to clients and can be delivered via B2B services. Combined with the GPS services, Cootes have a full visibility of all jobs in progress, vehicle locations and future deliveries.

“IES through its Cootes subsidiary is proud of the fact that we comply with the highest level of international safety standards set by our customers.” Said Vin

Stenta, Managing Director International Energy Services Group. “This and providing the highest level of customer service has always been the two key differentiating factors for Cootes Transport Group. The implementation of Xmotion® Transporta will ensure we maintain this position”.

Safety and compliance has always been high on the list of priorities for Cootes Transport Group and the Xmotion® Transporta solution will provide the basis to provide further safety enhancements such as trip plans, blackspots, rest stops and other information critical to safe driving. Combining Xmotion® Transporta with the in-vehicle GPS and data collection units will allow Cootes Transport to plan journeys, capture data about existing journeys and provide real-time information regarding vehicle location and corresponding loads.

Technology now in place in the IES Group includes Xmotion®, Intermec CN3 mobile data devices, Minorplanet VMI services along with the Freight2020 transport management system. IES is strongly positioned to continue their expansion and can rely on the technology foundation that has been established.

“Flexibility is a key aspect of Xmotion® Transporta” commented Andrew Rossington, InterDev Managing Director. “Xmotion® Transporta provides an adaptable framework which allows the product to be deployed in a range of transport models. The flexibility of Xmotion® Transporta has allowed clients to deploy the solution to varying transport operations including parcel and express based, LCL (less than container load) and FCL (Full Container Load). The open nature of the product allows quick and effective integration to existing business systems and rapid deployment cycles.”

Xmotion Transporta provides all the dispatch and event tracking to and from the mobile devices (PDA's or Mobile Data Terminals) in real-time and delivers the information to existing business systems. Xmotion Transporta is designed to scale from small to medium operators through to enterprise organisations. The pricing model is scaled accordingly, allowing operators of all sizes to access the technology and gain a rapid return on investment.

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InterDev Pty Ltd is a mobility, integration and software application provider, delivering successful business solutions based on “real-world” experience. Cootes Transport is part of the International Energy Services Group providing specialised transport services and supplies fluid handling equipment for Petroleum, Chemical, LP-Gas, Aviation and Resources industries

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